

# Affordable Capital to Expand Community Health Centers

## OUR IMPACT

**\$670 million of investment** created in low-income communities

**115 primary care projects** financed and developed

**1.3 million square feet transformed** into state-of-the-art primary care capacity

**6,700 jobs** created

**860,000 more patients** given access to primary care

## PCDC's Flexible Financing Can Help You Build, Expand and Renovate

Demand for primary care is accelerating, and community health centers will need to expand, modernize and innovate to serve more patients. Successful capital projects require responsible financing, smart project management and a workable business plan.

With more than \$670 million in projects financed over two decades, Primary Care Development Corporation (PCDC) has the experience and resources necessary to build high-performing primary care facilities. PCDC understands primary care business models, revenue streams and regulatory environments, and knows what it takes to successfully finance your capital projects. We offer a variety of affordable and flexible short-term and long-term loan products to support your capital projects and business expansion.



As a Community Development Financial Institution (CDFI), PCDC is dedicated to responsible, affordable lending tailored to support community health centers' growth and expansion.

### PRODUCTS & SERVICES

#### Facility Financing

- Predevelopment, including site feasibility, project management and architectural services
- Site acquisition
- Leasehold improvements
- New construction, renovation and expansion
- Project-related soft costs, such as professional fees and permits

#### Equipment and Technology Financing

- Hardware and software for electronic health records (EHR), health information technology (HIT)
- Equipment for diagnostic labs, dental and direct patient care
- Mobile vans and telehealth capacity

#### Bridge Financing

- Manage timing of receivables from committed sources, including government grants

#### New Markets Tax Credit

- Affordable financing for larger facility projects in underserved communities

#### Facility Planning and Development

##### Advisory Services

- Prepare and carry out effective, financeable development plans to build and expand your facility.

**For more information about our Capital Investment financial services, please contact William O'Brien, Chief Lending Officer at 212-437-3950 or email at: [wobrien@pcdc.org](mailto:wobrien@pcdc.org)**

# Client Success Stories



Photo courtesy of Palo Alto Weekly

## State of the Art Health Center Doubles Capacity for Silicon Valley's Underserved

Overlooking the San Francisco Bay, the newly opened state-of-the-art Ravenswood Family Health Center in East Palo Alto, CA provides comprehensive healthcare for a low-income population whose medical needs are often forgotten in the shadow of Silicon Valley. Established in 2000, Ravenswood served about 12,900 patients per year out of modular buildings with limited space and services, making primary care visits difficult for patients, especially for those requiring multiple visits. In 2012, PCDC's Performance Improvement Team supported Ravenswood's successful efforts to transform itself into a fully integrated patient-centered model of care. In 2014, PCDC invested \$7.5 million in New Markets Tax Credits (NMTC) and \$850,000 in bridge loan financing to help build the new \$40 million, 38,000 square-foot facility. The new center nearly doubles Ravenswood's patient capacity. It will include 58 exam rooms and 13 behavioral health counseling rooms as well as laboratory, imaging and mammography services, optometry exams and a pharmacy. The Opportunity Fund and Low Income Investment Fund (LIIF) also provided NMTC financing, and the project attracted numerous grants and donations, including \$5 million from Facebook CEO Mark Zuckerberg and his wife Priscilla Chan.



## Tripling Primary Care Capacity in Danbury, CT

Established in 2000, Connecticut Institute for Communities (CIFC) Greater Danbury Community Health Center (GDCHC) made the best of a difficult situation. After becoming an FQHC in 2009, CIFC soon outgrew its main site, where it occupied individual offices scattered throughout a 1970's-era medical office building. Partnering with Massachusetts Housing Investment Corporation (MHIC) and JPMorganChase, and leveraging a \$4 million grant from the state of Connecticut, PCDC deployed \$4 million of New Markets Tax Credits to support a new \$14.6 million, 37,000 square-foot facility for CIFC. The new health center will have 30 exam rooms and 14 mental health counseling rooms in a state-of-the-art building that will nearly triple the center's current capacity to 18,000 patients. It will include a 340B pharmacy, phlebotomy and laboratory facilities. In addition, the new site will enable GDCHC to accommodate up to 22 medical residents under its resident teaching programs. With the added capacity and services, CIFC will be positioned to assume responsibility for the primary care needs of ambulatory patients currently served by Danbury Hospital.



## Mobile Health Vans Ready to Roll in NYC

The largest provider of care management services in New York City, FQHC Brightpoint Health is a leading nonprofit provider of high-quality medical and mental health and social support services to people and communities challenged by health disparities. Meeting patients where they are is essential to Brightpoint's success. Because they provide movable clinical space, mobile vans can deliver essential health services to homeless adults and families and those at high risk of becoming homeless. PCDC provided \$800,000 in financing to support Brightpoint Health's purchase and outfitting of two mobile vans to provide medical, behavioral health and dental services to patients in NYC neighborhoods. Together, the vans are expected to provide approximately 4,000 medical and behavioral health visits and 5,700 dental visits annually to patients in the South Bronx, Central Brooklyn, Jamaica, and the Rockaways (Queens). The vans will be staffed by an interdisciplinary team and have a wireless electronic health record system for outcome monitoring, continuity of care and linkage to Brightpoint Health's other services.